

Message Text

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PAGE 01 STATE 120185
ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/CF
APPROVED BY EB/OCA/CM/JJREILLY
COM/BIC/OED/MEPD/SMCONGER DIR
COM/BIC/OIM/TBREWER (INFO)
ARA/ECP/ACOOLEYINFO

-----250536Z 032823 /12

R 250023Z MAY 77
FM SECSTATE WASHDC
TO AMCONSUL GUAYAQUIL
AMEMBASSY QUITO

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E.O. 11652: N/A

TAGS: BENC, EC

SUBJECT: MAJOR PROJECT: CEPE PETROCHEMICAL COMPLEX

REF: QUITO 3162

1. APPRECIATE REPORT REFTEL. HAVE DISCUSSED SUBJECT
PROJECT WITH LUMMUS. TIMETABLE ON NEXT STEPS APPARENTLY

STILL VAGUE, SO COMPANY WOULD APPRECIATE POSTS' CLOSE
MONITORING OF DEVELOPMENTS. SUGGEST POSTS KEEP IN
CLOSE CONTACT WITH PROJECT DECISIONMAKERS, AS ANY INFO
WHICH CAN BE GLEANED ON LUMMUS'S COMPETITIVE POSITION;
ACTIVITIES OF COMPETITORS, CEPE THINKING AND PROGRESS, ETC.
WOULD BE MOST WELCOME. WE ATTACH PARTICULAR IMPORTANCE TO
THIS STUDY CONTRACT AS IT COULD BE PRELUDE TO LARGER
DESIGN OR PROJECT MANAGEMENT CONTRACT FOR FIRM THAT
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PERFORMS STUDY.

2. ACCORDING TO LUMMUS, PROCONSULT HAS WON SEPARATE
PREQUALIFICATION TO BE LOCAL PARTNER ON FEASIBILITY
STUDY. THREE FOREIGN FIRMS MUST NOW COMPETE AGAINST
EACH OTHER, AND WINNER WOULD THEN WORK WITH PROCONSULT
ON STUDY.

3. CEPE IS SUPPOSEDLY WEIGHTING TECHNICAL QUALIFICATIONS MORE HEAVILY THAN PRICE CONSIDERATIONS IN CHOOSING FOREIGN CONSULTANT. THREE CONTENDERS HAVE SUBMITTED TWO SEPARATE BIDS: ONE ON METHODOLOGY, TECHNICAL ASPECTS, EXPERIENCE, ETC., AND ONE PRICE ENVELOPE. IN THEORY, CEPE WILL CHOOSE THE BEST TECHNICAL PACKAGE AND THEN LOOK AT PRICE. IF THE WINNER OF THE TECHNICAL COMPETITION IS NOT TOO HIGH ON PRICE SIDE, IT SUPPOSEDLY WOULD GET CONTRACT. OF COURSE, THIS DOES NOT ALWAYS WORK SO NEATLY IN PRACTICE. POSTS SHOULD PAY PARTICULAR ATTENTION TO PROGRESS OF THIS BIDDING PROCEDURE, AS LUMMUS FEELS IT HAS GOOD CHANCE OF WINNING BASED ON TECHNICAL MERITS.

VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 25-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE120185
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/WHAIMES/CF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770186-0218
Format: TEL
From: STATE
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t19770519/aaaaapxk.tel
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Litigation History:
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Message ID: d44c498a-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 QUITO 3162
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 18-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2371633
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: CEPE PETROCHEMICAL COMPLEX
TAGS: BENC, EC
To: GUAYAQUIL QUITO
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/d44c498a-c288-dd11-92da-001cc4696bcc
Review Markings:
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